



Pre-Proposal Meeting for the Convention Center Expansion and Headquarters Hotel Projects is presented to you on behalf of the Broward County Board of County Commissioners and the County Administrator

Pre-Proposal Meeting

RFQ No. N1337414R1 - Broward County Convention Center Expansion and Hotel Projects



This optional information session presents an opportunity for vendors to clarify any concerns regarding the solicitation's requirements.

Meeting Agenda

- Welcome
- Introductions
- Project Overview
- Request for Qualifications Overview
- Timeline of Procurement
- Process/Project Highlights
- Review of Site Visit Agenda
- Questions and Answers



- County Administration: Monica Cepero, Assistant County Administrator and Alan Cohen, Assistant to the County Administrator
- Construction Management Division: Ariadna Musarra, Director/County Architect
- Finance and Administrative Services Department (FASD): Bob Miracle, CFO/Director
- Purchasing Division: Brenda Billingsley, Director and Connie Mangan, Purchasing Manager
- Port Everglades Department: Glenn Wiltshire, Deputy Director
- The Greater Fort Lauderdale Broward County Convention and Visitor Bureau: Nicki Grossman, President, Carlos Molinet, Senior Vice President; Carlos Puentes, Deputy Director
- Office of the County Attorney: Mike Kerr, Deputy County Attorney; Jim Rowlee, Senior Assistant County Attorney; Glenn Miller, Assistant County Attorney
- Office of Economic and Small Business Development: Sandy-Michael McDonald, Director
- Risk Management Division: John Burkholder, Director

An architectural model of a proposed development. The model features several white, rectangular building blocks of varying heights and orientations, arranged around a central blue waterway. A yellow road or walkway runs parallel to the waterway. Small green trees and shrubs are placed around the buildings. The background shows a dark, textured surface, possibly representing a sky or a different part of the site.

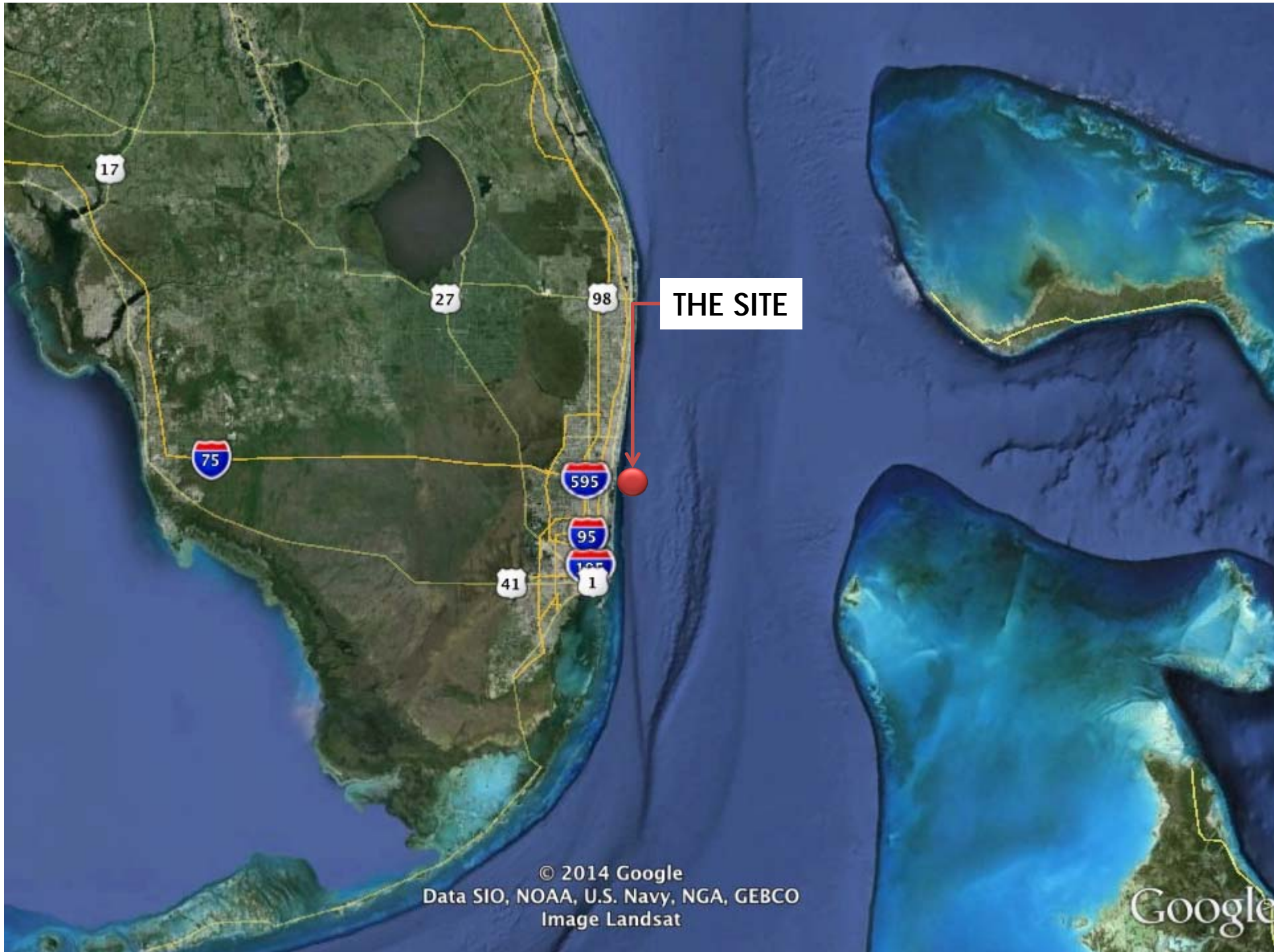
THE VISION

The vision for this project is to expand the existing Broward County Convention Center and to build a Headquarters Convention Center Hotel that takes full advantage of this beautifully scenic location and create a spectacular regional destination.

An architectural model of a waterfront development. The model features several white, rectangular building blocks of varying heights and widths, arranged along a blue waterway. A yellow road or walkway runs parallel to the buildings. In the foreground, there are green trees and a small boat docked at a pier. The overall scene is a detailed representation of a planned urban waterfront.

THE VISION

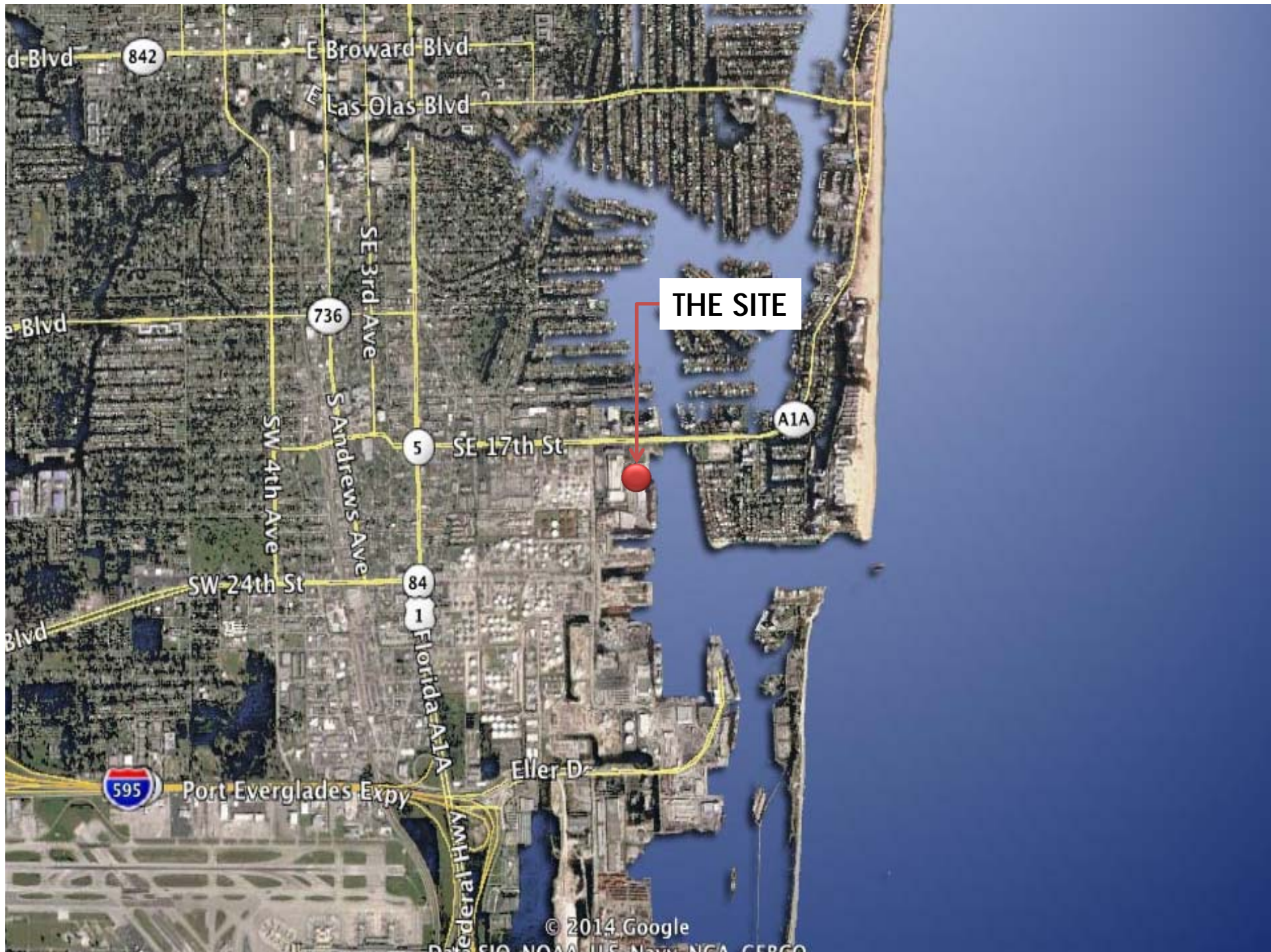
A special waterfront is envisioned with this project. The setting for the expanded Convention Center and Hotel is focused on a rich mix of activities associated with the Intracoastal Waterway, on open public spaces and a variety of amenities for visitors and residents alike.



THE SITE

© 2014 Google
Data SIO, NOAA, U.S. Navy, NGA, GEBCO
Image Landsat

Google



THE SITE



Existing Parking

Existing Parking

Convention Center

THE SITE

Portside

Existing Garage

Existing Open Space & Sculpture

Existing Parking

2.1 Ac

PROGRAM REQUIREMENTS:

- Create an iconic destination
- Expand the Convention Center +/- 300,000
- Build a 750-1250 key/room headquarters hotel
- Provide parking
- Create open/urban areas



Procurement Overview

- Public-Private Partnership
- Multi-Step Procurement process
- Review submittal requirements for Step One submission

Multi-Step Procurement

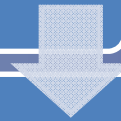
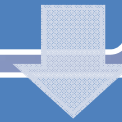
Step One: Request for Qualifications

Step Two: Request for Qualifications (Teams)

Step Three: Request for Letters of Interest

Pre-Development Agreement

Developer & Enabling Agreements



Step One – Request for Qualifications

- Developer's qualifications only
- Qualification submittal requirements:
 - Previous projects and key personnel
 - Financial capacity and capability
 - Public-Private Partnership experience
- Other submittal requirements

Submittal Requirements-Step One

Previous Projects:

- Hotel – Convention Projects
- Convention Center Projects
- Additional project elements
- References
- Key Personnel

Submittal Requirements-Step One

- **Financial Capacity and Capability**
 - References
 - Financial Ratings
 - Previous financing experience
 - Portfolio
 - Audited financial statements (three years)

Submittal Requirements-Step One

- Previous P3 Experience
 - Ongoing and completed P3 projects
 - Executive summary of each project
 - References

Submittal Requirements-Step One

- Developer Questionnaire
- Standard Certifications
- \$250K Pre-Proposal Bond
 - conditioned upon future submittals if qualified
- Small Business Participation Commitment

Submittal Requirements-Step One

- **Litigation History**
- **Authority to Conduct Business**
- **Location Attestation**
- **Domestic Partnership Requirement**
- **Insurance Requirements**

Other Information

- Submissions due at the BC Gov't Center
- Vendor's responsibility to check website for updates
- Only changes made by addendum are effective

Estimated Timeline

**Developer
Procurement
Process**

**May 2015 –
April 2016**

**Developer
Negotiations**

**May 2016-
Oct 2016**

Design

**Nov 2016 to
Oct 2017**

**Permit &
Construction**

**Aug 2017 to
July 2020**

Opening

**3rd Quarter
2020**

Process/Project Highlights

- What's different - process, united, leadership
- Relationships (Port/Portside)
- Master Plan/Waterfront
- Additional Retail Opportunities

Direct Procurement Authority

- BOCC serving as Direct Procurement Authority
- Staff provides the due diligence review and analysis of all solicitation submittals.
- BOCC may hear presentations, ask questions of proposers, vote to rank and award.

Cone of Silence

- Prohibits any and all communications between the BOCC, Board staff, County Administration and all affected persons, including:
 - any potential Developers and Developer's Representatives,
 - subcontractors,
 - team members, etc.
- The Cone of Silence is currently in effect.

Process/Project Highlights

- What's different - process, united, lead
- Relationships (Port/Portside)
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- Additional Retail Opportunities



Existing Parking

Existing Parking

Convention Center

THE SITE

Portside

Existing Garage

Existing Open Space & Sculpture

Existing Parking

2.1 Ac

Process/Project Highlights

- Deal Structure/Project Financing
- TDT Dollars/Limitations
- Room Block Agreement
- Small Business Development Program

Small Business Development Program

- Assigns % local business participation
- Great opportunity to include local small businesses.
- Requires a Developer's Assurance Statement
- Identifies certified firms, making firm commitments

Site Visit Agenda

- Site Overview/Common Areas
- Parking Garage Tour
- Portside
- Convention Center Tour

What's Next

- Questions and Answers
- Addendu(m) if required
- RFQ Submittals by Developers
- Staff review of submittals
- Direct Procurement Authority
- Qualified Developers continue to Step Two



Follow Up Questions

Submit additional questions

**by Monday, June 8, 2015 by 5:00 p.m.
through BidSync.**